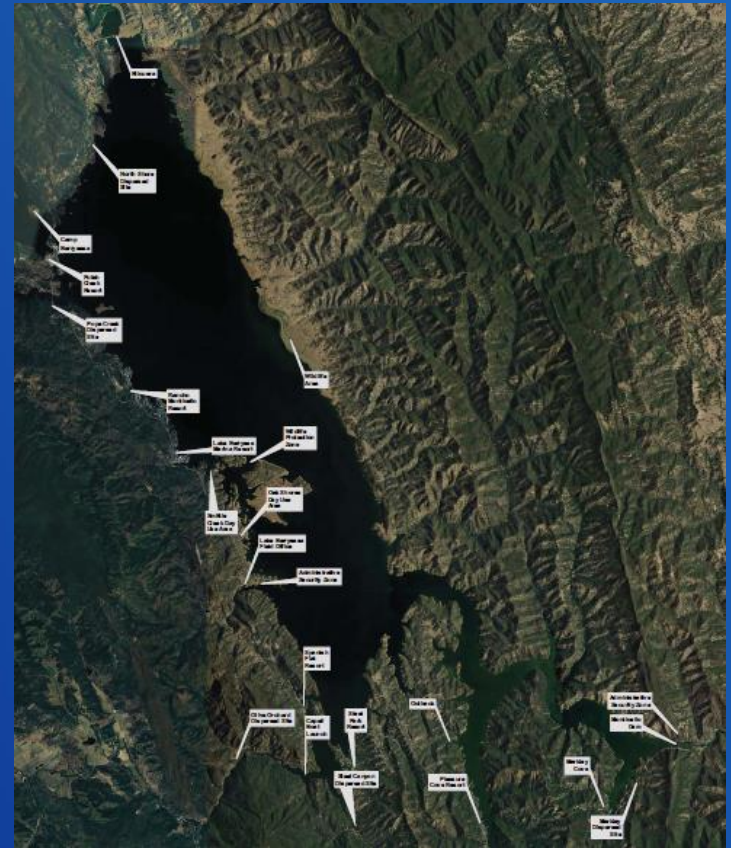


RECLAMATION

Managing Water in the West

Lake Berryessa Concessions Prospectus Plan



U.S. Department of the Interior
Bureau of Reclamation

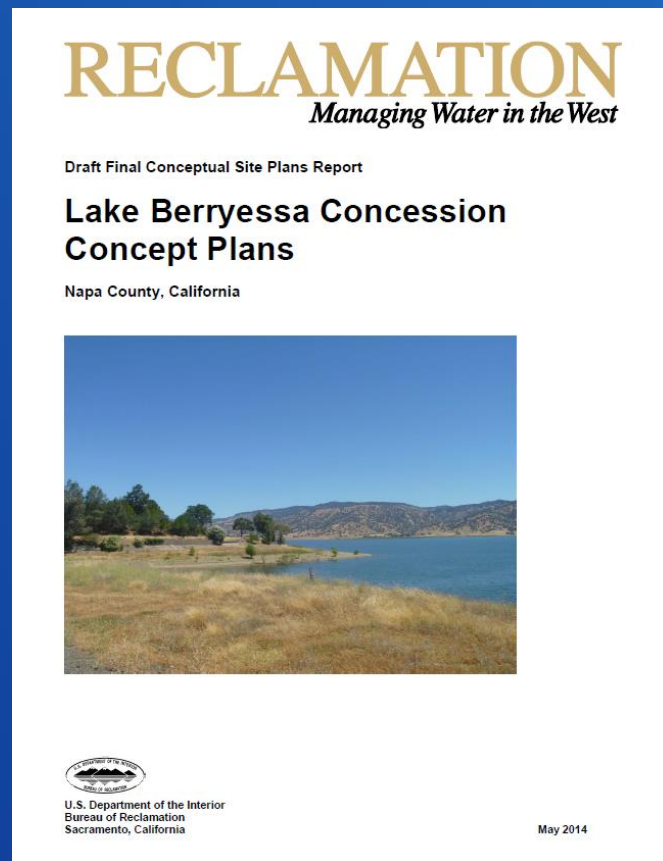
Lake Berryessa Concessions Prospectus Plan

- Reclamation is preparing to announce a business opportunity for commercial recreation services development and operation at Lake Berryessa, in Napa County, California.
- Reclamation intends to request proposals from interested parties for the development, management and operation of long-term concession contracts at five sites: Steele Canyon, Spanish Flat, Berryessa Point, Monticello Shores and Putah Canyon Recreation Areas.

RECLAMATION

Pre-Prospectus Planning Activities

- These documents are under development and will be available in the Prospectus
 - Market Assessment Report
 - Conceptual Site Plans
 - Draft Infrastructure Plans and 60% Designs
 - Financial Feasibility Evaluation
 - Environmental Compliance



RECLAMATION

2015 Lake Berryessa Prospectus Goals

- Provide the widest practical spectrum of recreation experiences for the visiting public
- Preserve and protect natural resources in and around the lake
- Promote the safety and security of people and facilities
- Support the economic goals of surrounding communities, especially gateway communities
- Identify levels of Required and Authorized Services at each Concession Area
- Maintain the opportunity for a fair and reasonable profit by the concessionaires

RECLAMATION

Business Opportunity Summary

- Reclamation will request proposals from interested parties for development, management and operation of five concession areas at Lake Berryessa, located in Napa, California.
 - All five areas will have a variety of recreational facilities to support year-round operation
 - Potential Offerors may choose whether to apply for up to five concession areas; however, the maximum any one bidder will be awarded will be three areas
 - Development at all areas will occur in phases as outlined in the Prospectus
 - Contracts will have a 30-year term

RECLAMATION

Site Bundling Opportunities

- Bidders can propose bids on all five concession areas, either singly or as bundled sites, to take advantage of potential cost savings from combined operations
- The maximum number of areas that any one bidder will be awarded will be three areas
- Reclamation will not dictate that sites must be bundled
- Reclamation will not determine which, if any, sites would be bundled together; that decision is for the bidders

RECLAMATION

Site Bundling Evaluation

- Each bid will be evaluated to determine the best approach for each of the Recreation Areas
- Extra points will not be awarded for multiple site bids; bidders must demonstrate in their proposal a financial and operational benefit for bundling sites

Proposed New Development

- Includes Required Services (minimum) and Authorized Services (optional) such as:
 - Cabin-Style Lodging
 - RV & Tent Camping
 - Floating Campsites
 - Restaurant and Retail Facilities
 - Food & Beverage Service
 - Trail Connections
 - Multi-purpose Center
 - Launch Ramps



RECLAMATION

Proposed New Development (Cont.)

- Includes Required Services (minimum) and Authorized Services (optional) such as:
 - Day Use Areas
 - Dry Boat Storage
 - Marina Facilities
 - Boat Slip Rental
 - Houseboat and Small Boat Rentals
 - Marine Fuel
 - Wastewater Pump Out
 - Marine Repair Services



RECLAMATION

Phased Development

- **Pre-Prospectus Planning indicates that a phased approach to development gives Concession Contractors the best opportunity to develop services aligned with public demand and have a fair chance to make a profit.**
 - **Development at all areas will occur in phases as outlined in the Prospectus**
 - **Phase 1 starts in year 1**
 - **Phase 2 starts in year 6**
 - **Phase 3 starts in year 11**
 - **Bulk of development will be in Phases 1 and 2**

RECLAMATION

Infrastructure Development

- In addition to the facilities and services that Reclamation determined to be Required, bidders must also develop all associated infrastructure, using Reclamation's 60% Level Design, which will include:
 - Landscaping
 - Utilities
 - Parking and Roadways
 - Launch Ramps
 - Comfort Stations
 - Electrical Transmission and Connection Services
 - Street Lighting
 - Telephone, Internet and Other Information Technology
 - Potable Water Systems
 - Wastewater Systems

RECLAMATION

Infrastructure Design

- Reclamation is developing Infrastructure Design at a 60% Design Level

Infrastructure Design	Recreation Area				
	Steele Canyon	Spanish Flat	Berryessa Point	Monticello Shores	Putah Canyon
Potable Water Infrastructure					
Water distribution system	✓	✓	✓	✓	✓
Groundwater supply			✓	✓	
Interconnection to existing utility system	✓	✓			
Wastewater					
Wastewater collection system	✓	✓		✓	✓
Wastewater treatment system		✓		✓	✓
Interconnection to existing utility system	✓				
Electrical Infrastructure					
Master service transformer, panel & meter	✓	✓	✓	✓	✓
Overhead primary distribution lines	✓	✓	✓	✓	✓
Utility poles at designated service drop locations	✓	✓	✓	✓	✓
Road Infrastructure					
Grading and pavement of improved roadways	✓	✓	✓	✓	✓
Parking					
Grading and pavement of parking pads	✓	✓	✓	✓	✓
Boat Launch Ramps					
Launch ramps	✓	✓	✓	✓	✓

RECLAMATION

Environmental Compliance

- Reclamation will conduct National Environmental Policy Act compliance at a programmatic level for recreation services and facilities and at a site-specific level for infrastructure design (60% design level).
- Additional site-specific environmental review for facilities development and all permitting will be requirements of the successful bidders.

Steps in the Bid Process

- Reclamation will post the Prospectus on the Federal Business website:
<http://www.fedconnect.net/FedConnect/Default.htm>
- Open Bid Period – 75 Calendar Days
- Evaluate Proposals
- Provide Final Evaluation Report and Recommendation
- Notify Selected and Non-selected Bid Proposals
- Negotiate and Award Concession Contracts

RECLAMATION

Evaluating a Bid

- Reclamation will evaluate all bids on several factors:
 - Environmental Management Program
 - Quality Visitor Services
 - Past Performance
 - Financial Capability
 - Benefit to the Government

Construction of New Facilities

- Mobilization for groundbreaking can begin on day one of the contract
- Reclamation will complete site plans to 30% and infrastructure design to 60%, along with Environmental Review
- Concession contractor will complete site plans, infrastructure design and environmental review
- Development timeline in contract identifies construction schedule
- Areas are to remain open during development with existing services

RECLAMATION

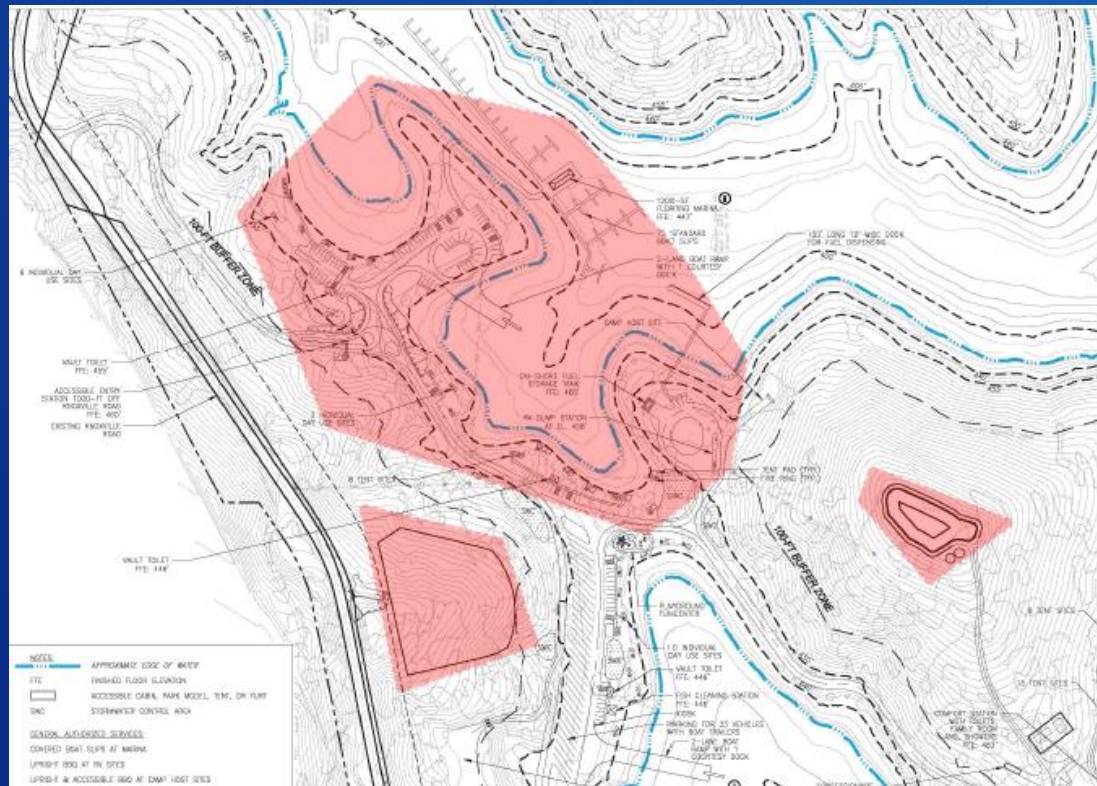
Sample Year One Development May Include Such Facilities As:

- **Some access roads**
- **Some tent sites**
- **Some marina boat slips**
- **Marina access dock**
- **Marine fuel tank and dispenser**
- **Some day use sites**
- **Entry station**
- **Vault toilets**
- **Water, wastewater and electrical systems**

RECLAMATION

Sample Year One Development

- Highlighted area shows facilities to be developed



RECLAMATION

For More Information

- Please visit the Lake Berryessa website:
<http://www.usbr.gov/mp/cca/berryessa/index.html>
- Or Contact:
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Chief, Recreation Resources Division
Central California Area Office
916-989-7128 or pbrooks@usbr.gov

RECLAMATION